

“MTF Revenue Cycle Management”

Strengthening The Back End Processes

Cost Recovery Program
Manager's Training



2004 UBO Pilot Training

“Strengthening the Back End Processes”

Incentive Planning

Dawn Canales



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“Strengthening the Back End Processes”

Overview

- Why have a plan?
- What makes up a good plan?
- Selling the plan
- 366th MDG
- Discussion



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"Strengthening the Back End Processes"

Why have a plan?

- Motivate staff
- Enhance visibility
- Promote success of program



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"Strengthening the Back End Processes"

What makes up a good plan?

- Criteria clearly defined
- Easy to understand
- Attainable
- Fair
- Equal Opportunity



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Examples

- Spot recognition (cookies, candy, certificates)
- Contests (most newly identified insurance records)
- TPC Appreciation Week (includes ALL hospital staff and patients)
- Monthly / Quarterly formal recognition



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“Strengthening the Back End Processes”

Selling the Plan

- Quantify the benefit
 - (e.g., increase injury identification by 50%)
- Equate the benefit to dollars
- Clearly show potential



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366th MDG Incentive Plan

- Includes coding and insurance capture compliance
- Detailed tracking system
- Maintains a 95% or better compliance rate



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Discussion



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Questions?



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MS Excel Pivot Tables

Richard Gordon, VP, Standard Technology



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What do pivot tables provide?

- A way to quickly analyze large quantities of data
- Easy manipulation of columns and rows
- Dramatic reductions in calculation errors



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How do you start

- First, identify the data that you would like to analyze
- Import / open the data table in MS Excel
- Ensure that all columns have a title
- Ensure that the properties of each field are appropriately set / formatted
 - Dates should be formatted as dates
 - Currency should be formatted as currency
 - Etc



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“Strengthening the Back End Processes”

Confirm all columns have titles

Microsoft Excel - Training Data

File Edit View Insert Format Tools Data Window Help

Type a question for help

A1 trans_cd

| | A | B | C | D | E | G | H |
|----|----------|------------|-----------|-----|-------------|-----------|------------------|
| 1 | trans_cd | trans_date | cntrl_no | FMP | ALTSEN | cntrl_no | Name |
| 2 | R1 | 08/13/04 | A03-11069 | 30 | 30219499999 | A03-11069 | ONEILL, LESLIE |
| 3 | W09 | 08/13/04 | A03-11069 | 30 | 30219499999 | A03-11069 | ONEILL, LESLIE |
| 4 | W15 | 08/11/04 | A03-11581 | 30 | 30374399999 | A03-11581 | SMITH, GENEVIEVE |
| 5 | W15 | 08/11/04 | A03-11581 | 30 | 30374399999 | A03-11581 | SMITH, GENEVIEVE |
| 6 | R1 | 08/13/04 | A03-12795 | 30 | 30219499999 | A03-12795 | ONEILL, LESLIE |
| 7 | W09 | 08/13/04 | A03-12795 | 30 | 30219499999 | A03-12795 | ONEILL, LESLIE |
| 8 | R1 | 08/13/04 | A03-13192 | 20 | 20237899999 | A03-13192 | STANBACK, HORACE |
| 9 | W09 | 08/13/04 | A03-13192 | 20 | 20237899999 | A03-13192 | STANBACK, HORACE |
| 10 | R1 | 08/11/04 | A03-14758 | 30 | 30113399999 | A03-14758 | HORN, LIESELOTTE |
| 11 | W15 | 08/11/04 | A03-14758 | 30 | 30113399999 | A03-14758 | HORN, LIESELOTTE |
| 12 | W15 | 08/11/04 | A03-16546 | 30 | 30374399999 | A03-16546 | SMITH, GENEVIEVE |
| 13 | W09 | 08/09/04 | A03-16649 | 20 | 20299199999 | A03-16649 | KNECHT, HARRY |
| 14 | W09 | 08/09/04 | A03-16649 | 20 | 20299199999 | A03-16649 | KNECHT, HARRY |
| 15 | W15 | 08/12/04 | A03-17826 | 20 | 20224599999 | A03-17826 | LYNCH, JOHN |
| 16 | W15 | 08/12/04 | A03-17826 | 20 | 20224599999 | A03-17826 | LYNCH, JOHN |

Training Data

Ready



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“Strengthening the Back End Processes”

Highlight all data

Microsoft Excel - Training Data

File Edit View Insert Format Tools Data Window Help

Type a question for help

Arial 10 B I U

Reply with Changes... End Review...

A1 trans_cd

| | A | B | C | D | E | G | H |
|----|----------|------------|-----------|-----|-------------|-----------|----------------|
| 1 | trans_cd | trans_date | cntrl_no | FMP | AltSSN | cntrl_no | Name |
| 2 | R1 | 08/13/04 | A03-11069 | 30 | 30219499999 | A03-11069 | ONEILL, LESLIE |
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| 16 | W15 | 08/12/04 | A03-17950 | 30 | 30393499999 | A03-17950 | HURST, LINDA |
| 17 | W15 | 08/12/04 | A03-17963 | 30 | 30393499999 | A03-17963 | HURST, LINDA |
| 18 | W12 | 08/13/04 | A03-18013 | 20 | 20036499999 | A03-18013 | LYMAN, BONNIE |
| 19 | W18 | 08/12/04 | A03-18221 | 31 | 31513099999 | A03-18221 | HARDWICK, ALBE |
| 20 | W15 | 08/16/04 | A03-18272 | 20 | 20424499999 | A03-18272 | ANDREWS, LINDE |
| 21 | R1 | 08/16/04 | A03-19444 | 30 | 30181499999 | A03-19444 | MACKRELLA, MA |
| 22 | W09 | 08/16/04 | A03-19444 | 30 | 30181499999 | A03-19444 | MACKRELLA, MA |

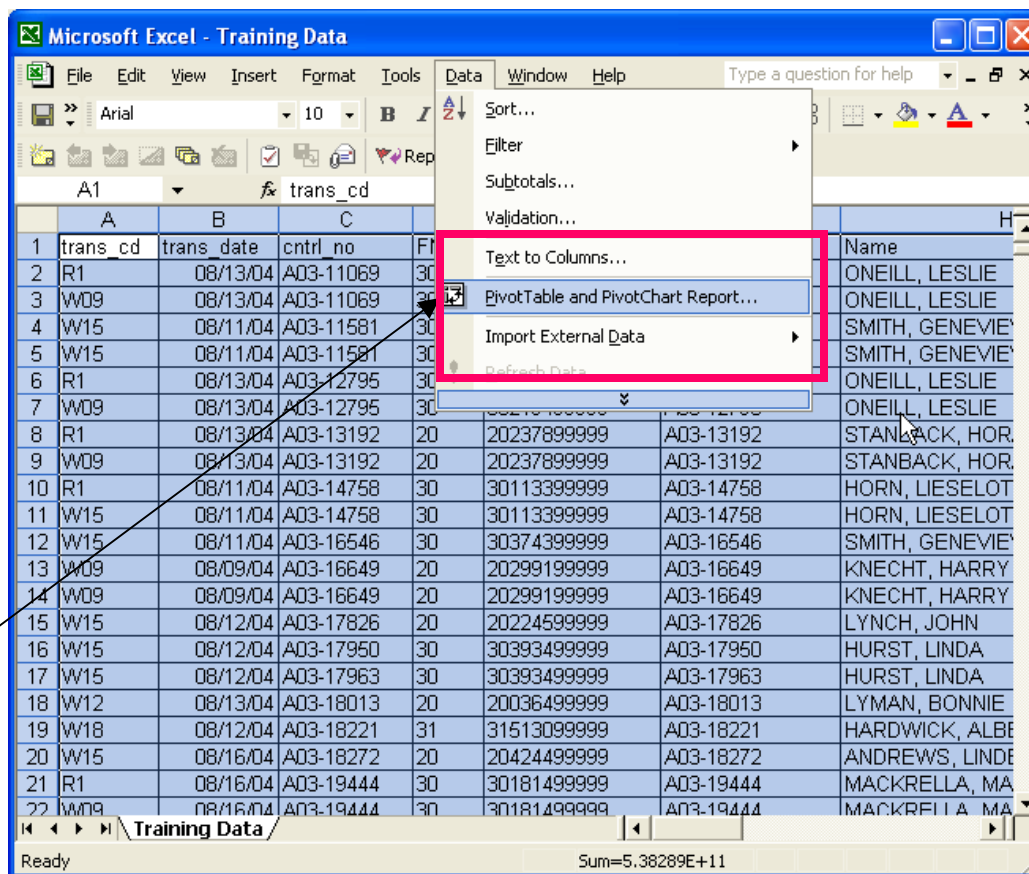
Ready Sum=5.38289E+11



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“Strengthening the Back End Processes”

Select “Pivot” from “Data” menu

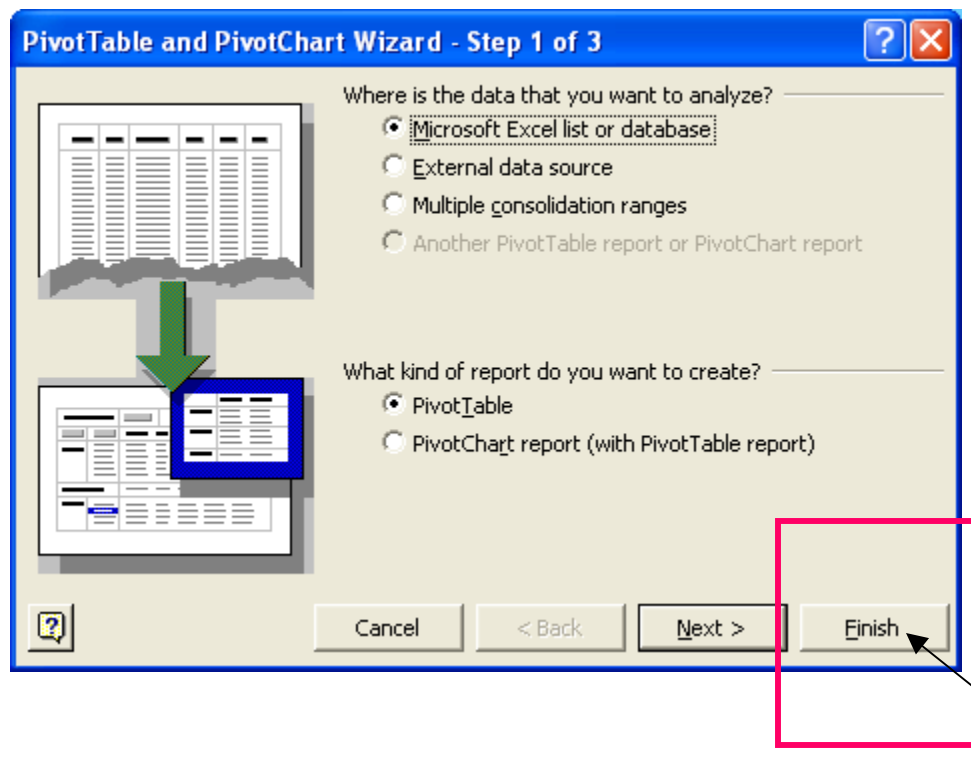




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"Strengthening the Back End Processes"

Press "Finish"



This is the easiest way to create a new Worksheet within your existing Workbook



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“Strengthening the Back End Processes”

Drag fields to these areas

Fields that define columns

Fields that define rows

Data that will be summed

List of all fields

Drop Page Fields Here

Drop Column Fields Here

Drop Row Fields Here

Drop Data Items Here

PivotTable Field List

ans_cd

ans_date

cntrl_no

FMP

AltSSN

fmp_ssn

cntrl_no2

Name

Add To Row Area

Sheet1 Training Data

Ready



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“Strengthening the Back End Processes”

Sample

The screenshot shows a Microsoft Excel window titled "Microsoft Excel - Training Data". The PivotTable is set up with "ins_co_name" in the Row area and "Sum of credit_amount" in the Data area. The PivotTable Field List pane on the right shows the available fields, with "ins_co_name" and "credit_amount" highlighted in a red box. The main data table below the PivotTable shows the following data:

| ins_co_name | Sum of credit_amount |
|-------------------------------------|----------------------|
| AARP CLAIMS UNIT PRUDENTIAL INS | 478.05 |
| ADVANCE PCS | 210.92 |
| AETNA US HEALTHCARE | 2893.05 |
| AETNA US HEALTHCARE DUPONT MED CARE | 294.6 |
| AETNA US HEALTHCARE PHARMACY | 479.25 |
| AIR FORCE ASSOC | 86.67 |
| ALLIANCE MAMSI MEMBER SVCS | 0 |
| AMER POSTAL WKRS UN HLTH PLN APWU | 465.56 |
| ANTHEM BCBS | 841.22 |
| ANTHEM BENEFITS ADMINISTRATOR | 0 |
| ANTHEM PRESCRIPTION MGT | 0 |
| ARGUS HEALTH SYSTEM | 0 |
| ARGUS PROVIDER SVC | 0 |
| AUSA | 0 |
| BANKERS LIFE & CASUALTY CO | 163.6 |
| BCBS ANTHEM | 3864.02 |
| BCBS OF COLORADO | 332.2 |
| BCBS OF NORTH CAROLINA | 97.22 |
| BCBS OF VIRGINIA | 173.3 |

The
“ins_co_name”
field was
dragged to the
“Row” area

“Credit_Amount”
was dragged to
the “Data” area



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“Strengthening the Back End Processes”

Sample

Microsoft Excel - Training Data

File Edit View Insert Format Tools Data Window Help

100% Arial 10 B I U

A3 ins_co_name

| | A | B | C |
|----|-------------------------------------|----------------------|----------|
| 1 | Drop Page Fields Here | | |
| 2 | | | |
| 3 | ins_co_name | Data | Total |
| 4 | AARP CLAIMS UNIT PRUDENTIAL INS | Sum of credit_amount | 478.05 |
| 5 | | Sum of debit_amount | 0 |
| 6 | ADVANCE PCS | Sum of credit_amount | 210.92 |
| 7 | | Sum of debit_amount | 243.36 |
| 8 | AETNA US HEALTHCARE | Sum of credit_amount | 2893.05 |
| 9 | | Sum of debit_amount | 522.45 |
| 10 | AETNA US HEALTHCARE DUPONT MED CARE | Sum of credit_amount | 294.6 |
| 11 | | Sum of debit_amount | 0 |
| 12 | AETNA US HEALTHCARE PHARMACY | Sum of credit_amount | 479.25 |
| 13 | | Sum of debit_amount | 506.7 |
| 14 | AIR FORCE ASSOC | Sum of credit_amount | 86.67 |
| 15 | | Sum of debit_amount | 0 |
| 16 | ALLIANCE MAMSI MEMBER SVCS | Sum of credit_amount | 0 |
| 17 | | Sum of debit_amount | 552.44 |
| 18 | AMER POSTAL WKRS UN HLTH PLN APWU | Sum of credit_amount | 465.56 |
| 19 | | Sum of debit_amount | 18.82 |
| 20 | ANTHEM BCBS | Sum of credit_amount | 841.22 |
| 21 | | Sum of debit_amount | 12192.38 |
| 22 | ANTHEM BENEFITS ADMINISTRATOR | Sum of credit_amount | 0 |
| 23 | | Sum of debit_amount | 324.53 |

PivotTable Field List

Drag items to the PivotTable report

- trans_date
- cntrl_no
- FMP
- AltSSN
- fmp_ssn
- cntrl_no2
- Name
- pat_lname
- pat_fname
- mepxs_cd
- ins_co_name**
- credit_amount**
- debit_amount**
- entry_order
- reporting_co_desc
- reporting_cd

Add To Row Area

Debit_Amount
was
added to the
data area



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“Strengthening the Back End Processes”

Data field moved to “Total”

By moving field from one area to another, you alter the way a table will present data

Microsoft Excel - Training Data

Drop Page Fields Here

| ins_co_name | Sum of credit_amount | Sum of debit_amount |
|-------------------------------------|----------------------|---------------------|
| AARP CLAIMS UNIT PRUDENTIAL INS | 478.05 | 0 |
| ADVANCE PCS | 210.92 | 243.36 |
| AETNA US HEALTHCARE | 2893.05 | 522.45 |
| AETNA US HEALTHCARE DUPONT MED CARE | 294.6 | 0 |
| AETNA US HEALTHCARE PHARMACY | 479.25 | 506.7 |
| AIR FORCE ASSOC | 86.67 | 0 |
| ALLIANCE MAMSI MEMBER SVCS | 552.44 | 0 |
| AMER POSTAL WKRS UN HLTH PLN APWU | 465.56 | 18.82 |
| ANTHEM BCBS | 841.22 | 12192.38 |
| ANTHEM BENEFITS ADMINISTRATOR | 0 | 324.53 |

Microsoft Excel - Training Data

Drop Page Fields Here

| ins_co_name | Sum of credit amount | Sum of debit amount |
|-------------------------------------|----------------------|---------------------|
| AARP CLAIMS UNIT PRUDENTIAL INS | 478.05 | 0 |
| ADVANCE PCS | 210.92 | 243.36 |
| AETNA US HEALTHCARE | 2893.05 | 522.45 |
| AETNA US HEALTHCARE DUPONT MED CARE | 294.6 | 0 |
| AETNA US HEALTHCARE PHARMACY | 479.25 | 506.7 |
| AIR FORCE ASSOC | 86.67 | 0 |
| ALLIANCE MAMSI MEMBER SVCS | 0 | 552.44 |
| AMER POSTAL WKRS UN HLTH PLN APWU | 465.56 | 18.82 |
| ANTHEM BCBS | 841.22 | 12192.38 |
| ANTHEM BENEFITS ADMINISTRATOR | 0 | 324.53 |
| ANTHEM PRESCRIPTION MGT | 0 | 531.45 |
| ARGUS HEALTH SYSTEM | 0 | 33.41 |
| ARGUS PROVIDER SVC | 0 | 955.21 |
| AUSA | 0 | 54.8 |
| BANKERS LIFE & CASUALTY CO | 163.6 | 0 |
| BCBS ANTHEM | 3864.02 | 1556.91 |
| BCBS OF COLORADO | 332.2 | 0 |
| BCBS OF NORTH CAROLINA | 97.22 | 0 |
| BCBS OF VIRGINIA | 173.2 | 0 |

PivotTable Field List

- trans_date
- cntrl_no
- FMP
- AltSSN
- fmp_ssn
- cntrl_no2
- Name
- pat_lname
- pat_fname
- meprs_cd
- ins_co_name
- credit_amount
- debit_amount
- entry_order
- reporting_cd

Add To Row Area



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Rt-Mouse - Column / Field Properties

Microsoft Excel - Training Data

File Edit View Insert Format Tools Data Window Help

100% Arial 10 B I U

B4 Sum of credit_amount

Drop Page Fields Here

ins_co_name Sum of credit_amount Sum of debit_amount

AARP CLAIMS UNIT PRUDENTIAL INS 0 243.36

ADVANCE PCS

AETNA US HEALTHCARE

AETNA US HEALTHCARE DUPONT MED CARE

AETNA US HEALTHCARE PHARMACY

AIR FORCE ASSOC

ALLIANCE MAMSI MEMBER SVCS

AMER POSTAL WKRS UN HLTH PLN APWU

ANTHEM BCBS

ANTHEM BENEFITS ADMINISTRATOR

ANTHEM PRESCRIPTION MGT

ARGUS HEALTH SYSTEM

ARGUS PROVIDER SVC

AUSA

BANKERS LIFE & CASUALTY CO

BCBS ANTHEM

BCBS OF COLORADO

BCBS OF NORTH CAROLINA

BCBS OF VIRGINIA

Sheet2 Training Data /

Ready

PivotTable Field List

Drag items to the PivotTable report

trans_date

cntrl_no

FMP

PivotTable Field

Source field: credit_amount

Name: Credit

Summarize by:

Sum

Count

Average

Max

Min

Product

Count Nums

OK

Cancel

Hide

Number...

Options >>

Will allow you to
rename, or
change the
functions of a
column



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“Strengthening the Back End Processes”

Drag additional fields

MEPRS was added to the right-side of the ins_co_name field

Microsoft Excel - Training Data

Drop Page Fields Here

| | A | B | C | D | E |
|----|-------------------------------------|---------|----------|---|---|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | ins_co_name | | | | |
| 5 | AARP CLAIMS UNIT PRUDENTIAL INS | 478.05 | 0 | | |
| 6 | ADVANCE PCS | 210.92 | 243.36 | | |
| 7 | AETNA US HEALTHCARE | 2893.05 | 522.45 | | |
| 8 | AETNA US HEALTHCARE DUPONT MED CARE | 294.6 | 0 | | |
| 9 | AETNA US HEALTHCARE PHARMACY | 479.25 | 506.7 | | |
| 10 | AIR FORCE ASSOC | 86.67 | 0 | | |
| 11 | ALLIANCE MAMSI MEMBER SVCS | 0 | 552.44 | | |
| 12 | AMER POSTAL WKRS UN HLTH PLN APV | 465.56 | 18.62 | | |
| 13 | ANTHEM BCBS | 841.22 | 12192.36 | | |
| 14 | ANTHEM BENEFITS ADMINISTRATOR | 0 | 324.53 | | |
| 15 | ANTHEM PRESCRIPTION MGT | 0 | 531.45 | | |
| 16 | ARGUS HEALTH SYSTEM | 0 | 33.41 | | |
| 17 | ARGUS PROVIDER SVC | 0 | 955.21 | | |
| 18 | AUSA | 0 | 54.8 | | |
| 19 | BANKERS LIFE & CASUALTY CO | 163.6 | 0 | | |
| 20 | BCBS ANTHEM | 3864.02 | 1556.91 | | |
| 21 | BCBS OF COLORADO | 332.2 | 0 | | |
| 22 | BCBS OF NORTH CAROLINA | 97.22 | 0 | | |
| 23 | BCBS OF VIRGINIA | 173.2 | 0 | | |

PivotTable Field List

Drag items to the PivotTable report

- trans_date
- cntrl_no
- FMP
- AltSSN
- fmp_ssn
- cntrl_no2
- Name
- pat_fname
- pat_lname
- meprs_cd
- ins_co_name
- credit
- debit
- entry_order
- reporting_cd

Add To Row Area

Microsoft Excel - Training Data

Drop Page Fields Here

| | A | B | C | D | E |
|----|---|----------|--------|--------|---|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | ins_co_name | meprs_cd | | | |
| 5 | AARP CLAIMS UNIT PRUDENTIAL INS | BAAB | 4.15 | 0 | |
| 6 | | BIAA | 48.12 | 0 | |
| 7 | | FCCA | 5.78 | 0 | |
| 8 | AARP CLAIMS UNIT PRUDENTIAL INS Total | | 48.05 | 0 | |
| 9 | ADVANCE PCS | FCCA | 20.92 | 243.36 | |
| 10 | ADVANCE PCS Total | | 20.92 | 243.36 | |
| 11 | AETNA US HEALTHCARE | BAPR | 10.02 | 67.8 | |
| 12 | | BBDA | 0.78 | 0 | |
| 13 | | BCB5 | 32.03 | 0 | |
| 14 | | BGAB | 0 | 245.39 | |
| 15 | | BGAE | 34.6 | 0 | |
| 16 | | BGAJ | 6.16 | 0 | |
| 17 | | BHAA | 34.6 | 0 | |
| 18 | | BHDA | 7.94 | 0 | |
| 19 | | BIAA | 149.21 | 0 | |
| 20 | | FCCA | 78.71 | 209.16 | |
| 21 | AETNA US HEALTHCARE Total | | 283.05 | 522.45 | |
| 22 | AETNA US HEALTHCARE DUPONT MED CARE | FCCA | 94.6 | 0 | |
| 23 | AETNA US HEALTHCARE DUPONT MED CARE Total | | 94.6 | 0 | |

PivotTable Field List

Drag items to the PivotTable report

- trans_date
- cntrl_no
- FMP
- AltSSN
- fmp_ssn
- cntrl_no2
- Name
- pat_fname
- pat_lname
- meprs_cd
- ins_co_name
- credit_amount
- debit_amount
- entry_order
- reporting_cd

Add To Row Area

To enhance your report



2004 UBO Pilot Training

“Strengthening the Back End Processes”

Move fields around

MEPR moved to
the left-side of the
ins-co-name field

Microsoft Excel - Training Data

ins_co_name

Drop Page Fields Here

| | mepr | ins_co_name | Credit | Debit |
|----|------|-----------------------------------|---------|---------|
| 4 | BAAA | AMER POSTAL WKRS UN HLTH PLN APWU | 152.06 | 18.82 |
| 5 | | ANTHEM BCBS | 19.45 | 613.08 |
| 6 | | BCBS ANTHEM | 6.45 | 399.93 |
| 7 | | BCBS OF VIRGINIA | 122.1 | 0 |
| 8 | | CIGNA HEALTHCARE | 156.9 | 6.6 |
| 9 | | FRA INS PLAN | 41.06 | 0 |
| 10 | | MAIL HANDLERS PRESCRIPTION PLAN | 0 | 141.6 |
| 11 | | MAILHANDLERS BENEFIT PLAN | 493.66 | 0 |
| 12 | | MEDCO HEALTH SOLUTIONS | 0 | 8.7 |
| 13 | | RX EXPRESS SCRIPTS | 123.6 | 108.6 |
| 14 | | RX MEDCO HEALTH | 0 | 132.24 |
| 15 | | TRIGON BCBS | 644.48 | 230.7 |
| 16 | | BAAA Total | 1759.76 | 1660.27 |
| 17 | BAAB | AARP CLAIMS UNIT PRUDENTIAL INS | 34.15 | 0 |
| 18 | | ANTHEM BCBS | 273.2 | 0 |
| 19 | | CIGNA HEALTHCARE | 183.6 | 0 |
| 20 | | MAILHANDLERS BENEFIT PLAN | 192.71 | 0 |
| 21 | | RX EXPRESS SCRIPTS | 19.45 | 0 |
| 22 | | BAAB Total | 703.11 | 0 |

PivotTable Field List

Drag items to the PivotTable report

- trans_date
- cntrl_no
- FMP
- AltSSN
- fmp_ssn
- cntrl_no2
- Name
- pat_name
- pat_fname
- meprs_cd**
- ins_co_name
- credit_amount
- debit_amount
- entry_order
- reporting_cd_desc
- reporting_cd

Add To Row Area



2004 UBO Pilot Training

“Strengthening the Back End Processes”

Use Excel functions to create useful columns

Microsoft Excel - Training Data

File Edit View Insert Format Tools Data Window Help

Type a question for help

100% Arial 10

CONCATENATE X ✓ ✖ =LEFT(E2,2)

| | A | B | C | D | E | F | G | H |
|----|----------|------------|-----------|-----|-------------|---|-----------|-------------------|
| | trans_cd | trans_date | cntrl_no | FMP | AltSSN | | cntrl_no | Name |
| 1 | R1 | 08/13/04 | A03-11069 | | | | | |
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| 14 | W09 | 08/09/04 | A03-16649 | 20 | 20299199999 | | A03-16649 | KNECHT, HARRY |
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| 19 | W18 | 08/12/04 | A03-18221 | 31 | 31513099999 | | A03-18221 | HARDWICK, ALBERT |
| 20 | W15 | 08/16/04 | A03-18272 | 20 | 20424499999 | | A03-18272 | ANDREWS, LINDBERG |
| 21 | R1 | 08/16/04 | A03-19444 | 30 | 30181499999 | | A03-19444 | MACKRELLA, MARIA |
| 22 | W09 | 08/16/04 | A03-19444 | 30 | 30181499999 | | A03-19444 | MACKRELLA, MARIA |
| 23 | W15 | 08/17/04 | A03-19916 | 30 | 30117699999 | | A03-19916 | ADAMS, BEGGY |

=Left(E2,2)

Used to pull the left two characters from a AltSSN in Column “E”

Note: If you delete, or alter a column used in a calculation the system will display a “ref error” message indicating that something it requires is no longer available



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Use Excel functions to create useful columns

Microsoft Excel - Training Data

100% 10

H2 =CONCATENATE(I2, ", ", J2)

| Name | pat_lname | pat_fname | mepi |
|-------------------|-----------|------------|------|
| ONEILL, LESLIE | ONEILL | LESLIE | BAP |
| ONEILL, LESLIE | ONEILL | LESLIE | BAP |
| SMITH, GENEVIEVE | SMITH | GENEVIEVE | FCC |
| SMITH, GENEVIEVE | SMITH | GENEVIEVE | FCC |
| ONEILL, LESLIE | ONEILL | LESLIE | BAP |
| ONEILL, LESLIE | ONEILL | LESLIE | BAP |
| STANBACK, HORACE | STANBACK | HORACE | BBI |
| STANBACK, HORACE | STANBACK | HORACE | BBI |
| HORN, LIESELOTTE | HORN | LIESELOTTE | FCC |
| HORN, LIESELOTTE | HORN | LIESELOTTE | FCC |
| SMITH, GENEVIEVE | SMITH | GENEVIEVE | FCC |
| KNECHT, HARRY | KNECHT | HARRY | FCC |
| KNECHT, HARRY | KNECHT | HARRY | FCC |
| LYNCH, JOHN | LYNCH | JOHN | BAA |
| HURST, LINDA | HURST | LINDA | DAA |
| HURST, LINDA | HURST | LINDA | DAA |
| LYMAN, BONNIE | LYMAN | BONNIE | FCC |
| HARDWICK, ALBERT | HARDWICK | ALBERT | DAA |
| ANDREWS, LINDBERG | ANDREWS | LINDBERG | DAA |
| MACKRELLA, MARIA | MACKRELLA | MARIA | FCC |
| MACKRELLA, MARIA | MACKRELLA | MARIA | FCC |
| ADAMS, PEGGY | ADAMS | PEGGY | FCC |

=Concatenate(I2, ", ", J2)

Note: Many times, elements of a formula are separated by a comma. In this formula, it just so happens that I wanted to insert a comma between the first and last name. The inserted comma required quotes

=Concatenate(I2, ", ", J2)

Used to merge the pat_lname in "I2" and the pat_fname in "J2" with a comma in the middle to create a single name



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All of the functions that have been outlined in the presentation are available in any good MS Excel book for Advanced users.



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Payer and Provider Follow-Up

Dawn Canales, STI



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“Strengthening the Back End Processes”

Overview

- Definition
- Ideal Accounts Receivable Aging
- Guidance
- Tools
- Techniques / Approaches / Goals
- Discussion



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What is effective payer and provider follow-up?

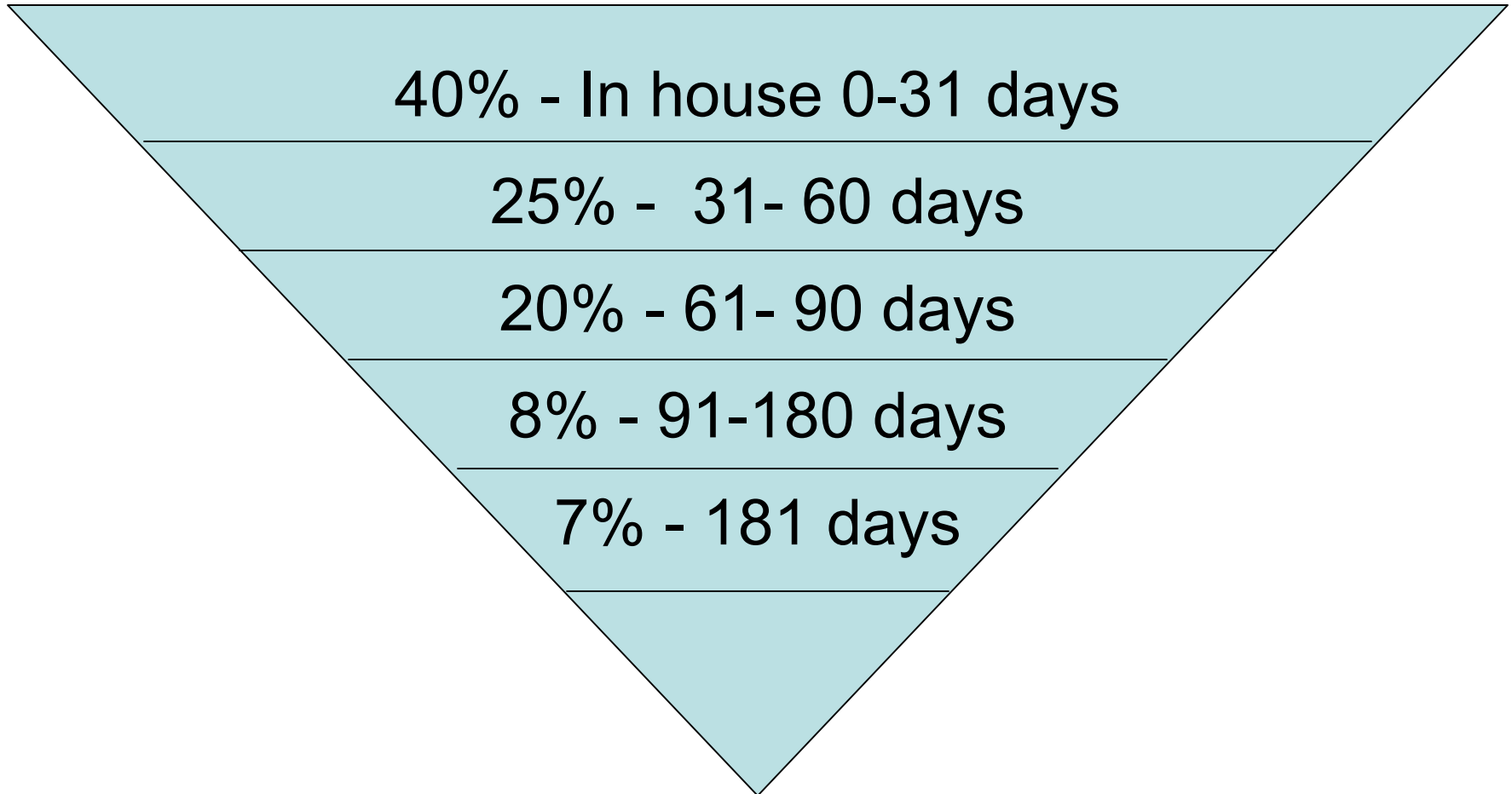
*Least amount of time spent for
highest collection*



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Ideal Accounts Receivable Aging Table





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Guidance

- 32 CFR, Part 220
- DoD 6010.15, Chapter 3 and 4
- Service Regulations



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Management Tools

- Ad-hoc reports
- Accounts Receivable Spreadsheet or Database
- Carrier Correspondence
- Payer language



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Approach

- Payer Relations
 - Top Ten Carriers
 - Face-to-face meetings
 - Payer rules and guidelines
- Staffing
 - Ratio
 - Structure
 - Personality



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Techniques

- Organize
 - Controllable - Provider
 - Uncontrollable - Payer
 - Legal Support
- Prioritize
 - High Dollar
 - Age



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Setting Goals

- Key Performance Indicators
 - Daily, Weekly, Monthly
- Quarterback Sessions



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Discussion



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Key Performance Indicators

Dawn Canales, STI



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Overview

- Definition
- What qualifies as a good KPI?
- Examples
- DoD Metrics
- How to use KPI to monitor your organization's progress.



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Key Performance Indicator - Defined

A quantifiable measurement that reflects critical success factors of an organization.



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What are KPIs?

- Must reflect organizations goals
- Must be key to success
- Usually are long term considerations
- Measure must be quantifiable and clearly defined



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Must be Quantifiable

- Must be accurately defined
- Must determine measurement
- Must have target



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Example of a Bad KPI

| | |
|-------------|----------------------------------|
| Title | Increase Collections |
| Definition | Change in collections each month |
| Measurement | Total collections for each month |
| Target | Increase collections |



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Example of Good KPI

| | |
|-------------|--|
| Title | Increase Collections |
| Definition | The dollar amount of collections from all revenue sources (TPC, MSA, MAC) displayed by month for the current and past two fiscal years. |
| Measurement | The billing systems (CHCS and TPOCS) contain dollars collected by revenue source. Each month the UBO Manager will post collections to the graph. |
| Target | Increase collections by 2% each month |



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DoD Performance Metrics



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Working with the results

- Use as a performance tool
- Review the processes associated with the KPI
- Meet with staff and determine process improvement measures
- Monitor improvement
- Post everywhere



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Questions?



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“Strengthening the Back End Processes”

A Guide to Establishing a Compliance Program

**Presented by
Mr. Edward Fonseca
UBO Project Manager, HQ ACC
Office of the Command Surgeon**



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“Strengthening the Back End Processes”

Overview

- *What is Compliance?*
- *Establishing your Compliance Program*
- *Key players in the facility*
- *Preparing your Compliance Binder/Manual*
- *The role of the MTF with the New Central Contract*
- *Establish/update your MOU with Base Legal*
- *Why have a Compliance Program?*
- *References*
- *Closing summary*



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What is Compliance?

"The Development and distribution of acceptable Standards of Conduct and the commitment to comply with lawful practices of Billing & Coding. Designation of a Compliance Officer, Education & Training of Staff, as well as ongoing Internal and External Monitoring and Auditing."

"A Plan of Attack"



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Establishing your Compliance Program

- Appoint a Compliance QAE; in writing
- Establish a Compliance Committee
- Schedule a meeting to discuss purpose, goals and objectives
 - Must have agenda and minutes
- Announcement to the MTF, to include identifying a poc for reporting issues, problems or concerns
- Perform a baseline assessment of your program
- Conduct training
- Documentation
- Follow-up/corrective actions
- Marketing



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Establishing your Compliance Program

- **Marketing** *(ALL Aboard!)*

- Brochures in the Clinics
- Posters in Lobby waiting room areas
- Base Paper Ads (***did I mention; FREE***)
- Hospital News letter
- Take Ten at the retiree briefings
- Take Ten at the Hospital right start briefings
- Someone in the lobby on retiree day
- 1st of the month, front of Pharmacy (***w/goodies***)



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Key players in the facility

- OHI Collection Staff
- Budget Analyst
- TPC QAE
- Coding Auditor
- GPM
- DQ Manager
- MEPRS Coordinator
- Clinical Manager (OICs & NCOICs)

Note: *These folks would be great candidates for your compliance committee*



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Preparing a Compliance Binder

- Appoint Letter
- UBO Business Rules
- POC list; Contractor Hub QAE, MAJCOM, Gunter & Air Staff
- Staff Training Log (Monthly, Quarterly and Annual)
- Meeting schedule, agenda's and previous minutes
- Copy of any internal assessments completed
- TPC & Coding Guides/References
- DoD UBO Compliance Checklist
- Copy of Code of Federal Regulations (CFR)
- TPC & Coding AFAA, HSI and JACHO Reports
 - Documentation of findings and corrective actions!
 - Record of distribution to appropriate departments
 - Documentation of re-training



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The role of the MTF with the New Central Contract

- Provide maximum participation in the collection and verification of OHI (Other Health Insurance)
- Establish a solid Coding Compliance Plan that includes audits and coordinated feedback directly back to the providers
 - If providers have begun coding using CHCS II; make sure you have ongoing training and support.
 - If certified coders are coding; make sure you have an outside entity to perform the audits. Also, audits findings must be shared with the coders and appropriate training given.
 - Prospective and retrospective billing audits
 - The recommended priority for certified coding staff should be;
 - CPC or CCS-P
 - RHIA or RHIT



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The role of the MTF with the New Central Contract

- **Guess what?** MTF still has overall responsibility for the MSA Civ ER & Third Party Collections Program
- Monitor and measure Contractor performance against key performance indicators (KPIs)
- Perform monthly TPC Financial Reconciliation
- Appoint a UBO Manager that will;
 - Ensure pertinent monthly data is received from the contractor
 - Develop and implement regular UBO compliance education and training for all staff involved in the UBO process
 - Establish and maintain a marketing level of effort to the patients and MTF staff



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The role of the MTF with the New Central Contract

- Closely monitor and track refunds from both the process and financial prospective
- Monitor billed verses collected amounts
- Chart progress month to month, comparing prior year

Additional recommendations:

MTF QAE should use TPOCS to pull the following reports;

1. Clinical Summary Reports by month
2. Write-off breakout report (if done by contractor)
3. Positive Balance Reports
4. Negative Balance Reports
5. Last page of Accounts Receivables



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Establish/update your MOU with Base Legal

- Your MTF should have a signed MOU that covers both TPC and MAC/TPL. Signed by the MTF Commander and a representative from Base Legal. *(a template is available)*

SJA's responsibilities & right to collect are outlined under:

- AFI 51-502, Chap 5, Section 5.2.2.1 & 5.4.1.1.
- AFI 41-120, Medical Resource Operations
- The Federal Medical Care Recovery Act



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Why have a Compliance Program?

- It's a requirement

- Benefits
 - Reduces the opportunity for Fraud and Abuse
 - Improves Coding and Documentation
 - Provides a centralized resource of information for the staff
 - Encourages the staff to report potential problems
 - Accountability by managers and staff
 - Early detection and quick resolution for problem areas
 - Establishment of proactive measures
 - Potential for increased revenue



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References

UBO site: http://www.tricare.osd.mil/ebc/rm_home/ubo_home.cfm

UBU site: <http://www.tricare.osd.mil/org/pae/ubu/Default.htm>

<http://www.access.gpo.gov/nara/about-cfr.html#page1>

- [Www.medicare.gov/FraudAbuse/Overview.asp](http://www.medicare.gov/FraudAbuse/Overview.asp)
- www.medicare.gov/Publications/rmf.pdf
- www.healthfinder.gov/htmlgen/HFKeyword.cfm
- www.hhs.gov/progorg/oig/readrm/index.htm
- www.hhs.gov/progorg/oig/modcomp/index.htm
- www.hhs.gov/progorg/oig/modcomp/thirdparty.htm
- www.access.gpo.gov/nara/cfr/index/html
- www.hhs.gov/progorg/oig/new.html
- www.pahcom.com
- www.mgma.com



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Closing summary

3 Keys to success

1. We must do our part at the MTF level to collect the OHI and support the program by working with the contractor!
2. We must continue to improve our coding and coding processes!
3. We must continuously monitor, track, document, evaluate, provide training and most of all; take action when needed! Compliance will be a work in progress.



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Questions???



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HIPAA
National Provider Identifier
Integrated Project Team

Recommendation for Enumeration of
Military Health System **Organizational**
Providers

NPI Overview

- ❑ Two categories of health care providers to be enumerated:
 - ❑ **Entity Type 1 – Individual Providers**
 - ❑ Tracks to the “Professional Component” of an encounter
 - ❑ For example: Physicians, Physical Therapist, Certified Registered Nurse Anesthetists
 - ❑ **Entity Type 2 – Organizational Providers**
 - ❑ Tracks to the “Institutional Component” of an encounter
 - ❑ Think “building costs” in civilian healthcare system
 - ❑ For example: hospital, doctor’s office, reference laboratory, CVS Pharmacy, ambulance service, imaging center, ambulatory surgery center

NPI Background

- ❑ NPI Final Rule (45 CFR, Part 162) published in the Federal Register on January 23, 2004
- ❑ Mandates an all numeric 10 digit National Provider Identifier (NPI) to identify covered health care providers in HIPAA standard transactions
- ❑ Enumeration of providers to begin May 23, 2005
 - ❑ The National Plan and Provider Enumerator System (NPPES), developed under contract with Health and Human Services, will be the computer system to assign NPIs, store data about the providers and apply updates to provider data when received.
- ❑ Compliance date - May 23, 2007
 - ❑ After this date, the NPI is the only identifier that can be used to identify providers in the HIPAA standard transactions.

Recommendation: Organizations That Must Obtain an NPI-Type 2

☐ In General:

- ☐ Those with legislative authority to bill
 - ☐ Defense Health Program (DHP) funded facilities
 - ☐ **Air Evacuation**
- ☐ Military Treatment Facilities that generate Standard Inpatient Data Reports (SIDRs) and Standard Ambulatory Data Reports (SADRs)
- ☐ Facilities that may initiate / receive electronic referrals

Uniform Business Office Responsibilities

- ❑ Provide guidance to Services on what data elements need to be submitted to UBO for Type 2 NPI application
- ❑ Submit for NPI based on Service furnished data
- ❑ Ensure NPI is submitted to the appropriate data base / repository (probably the DMIS ID table)
- ❑ Ensure updates to NPI data are submitted to the NPES within 30 days of notification of change

Service Responsibilities:

- ❑ Submit required data elements for all MTFs generating bills or initiating and receiving referrals/consults to TMA Uniform Business Office (UBO)
- ❑ Notify UBO of NPI when received
- ❑ Report changes in data elements to TMA UBO within 15 days of the change

Recommendation:

DoD Health Affairs Policy

- ☐ Propose the ASD/Health Affairs disseminate a Policy Memorandum by **X Date**, to the Assistant Secretaries of the Army, Navy & Air Force to address:
 - ☐ **Who** – is responsible for obtaining Type 2 NPIs for MHS facilities
 - ☐ The UBO using Service furnished data
 - ☐ **When** - Type 2 NPIs will be required
 - ☐ Begin applying on May 23, 2005
 - ☐ Obtain by May 23, 2007
 - ☐ **How** - MTF Commanders can submit data elements to the TMA UBO for obtaining Type 2 NPIs for their facilities

Recommendation:

DoD Health Affairs Policy (Cont'd)

- ❑ **Where** - Type 2 NPIs should be submitted once obtained
- ❑ **What** - the Services' responsibilities will be
 - ❑ Surgeons General to disseminate instructions to MTF Commanders by **X Date**, 2005 to include this policy and UBO / UBU guidance and any additional details regarding the Type 2 NPI enumeration process
 - ❑ Submit required data elements for all MTFs generating bills or initiating and receiving referrals/consults to TMA Uniform Business Office (UBO)
 - ❑ Notify UBO of NPI when received
 - ❑ Report changes in data elements to TMA UBO within 15 days of the change

How Provider Taxonomies Fit In

Each organizational provider is required to list one or more Provider Taxonomies on the Type 2 NPI application

- ❑ In preparation for this requirement, UBO is working to develop definitions for several new and existing MHS specific organizational provider taxonomies for different types of Military organizational providers
 - ❑ Military Clinics / Centers (fixed, deployed)
 - ❑ Military Hospitals (fixed, deployed)
 - ❑ Military Laboratories not associated with an MTF
 - ❑ Military Pharmacies, both associated with an MTF and those not associated with an MTF
 - ❑ Military Ambulances
- ❑ For electronic billing, referrals and other HIPAA electronic transactions, NPIs will be used in conjunction with HIPAA Provider Taxonomies to identify specific subparts of an MTF

Example of NPI Type 2 Used with Provider Taxonomies

- ❑ Hill Clinic will have a unique 10-digit NPI Type 2. It will have the following HIPAA Provider Taxonomies:
 - ❑ 261QM1100X Military Outpatient Services,
 - ❑ 261QM1101X Military Ambulatory Procedure Visit [same-day-surgeries]
 - ❑ 261QM1102X Military Outpatient Operational Component [deployed asset, such as an Air Transportable Clinic],
 - ❑ 261QM1103X Military APV Operational Component
 - ❑ 33xxxxxxxxx Pharmacy (for items dispensed to an outpatient)
 - ❑ 34xxxxxxxxxA Military Ambulance, Ground
 - ❑ 34xxxxxxxxxD Military Patient Transport, Ground

Summary

- Recommended Process for Enumerating Organizational Providers (NPI-Type 2)
 - Step 2 - ASD/HA issue a Policy Memorandum by **X Date**, 2005
 - Step 3 - Surgeons General issue Guidance to MTF Commanders by **X Date**, 2005
 - Step 4 – TMA UBO begin applying for Type 2 NPIs after May 23, 2005
 - Step 5 - All organizational providers that need a Type 2 NPI have obtained one and submitted to the designated data / repository by 23, 2007

Recommendation

- ❑ Approve the recommended process for enumerating Type 2 (organizational) providers

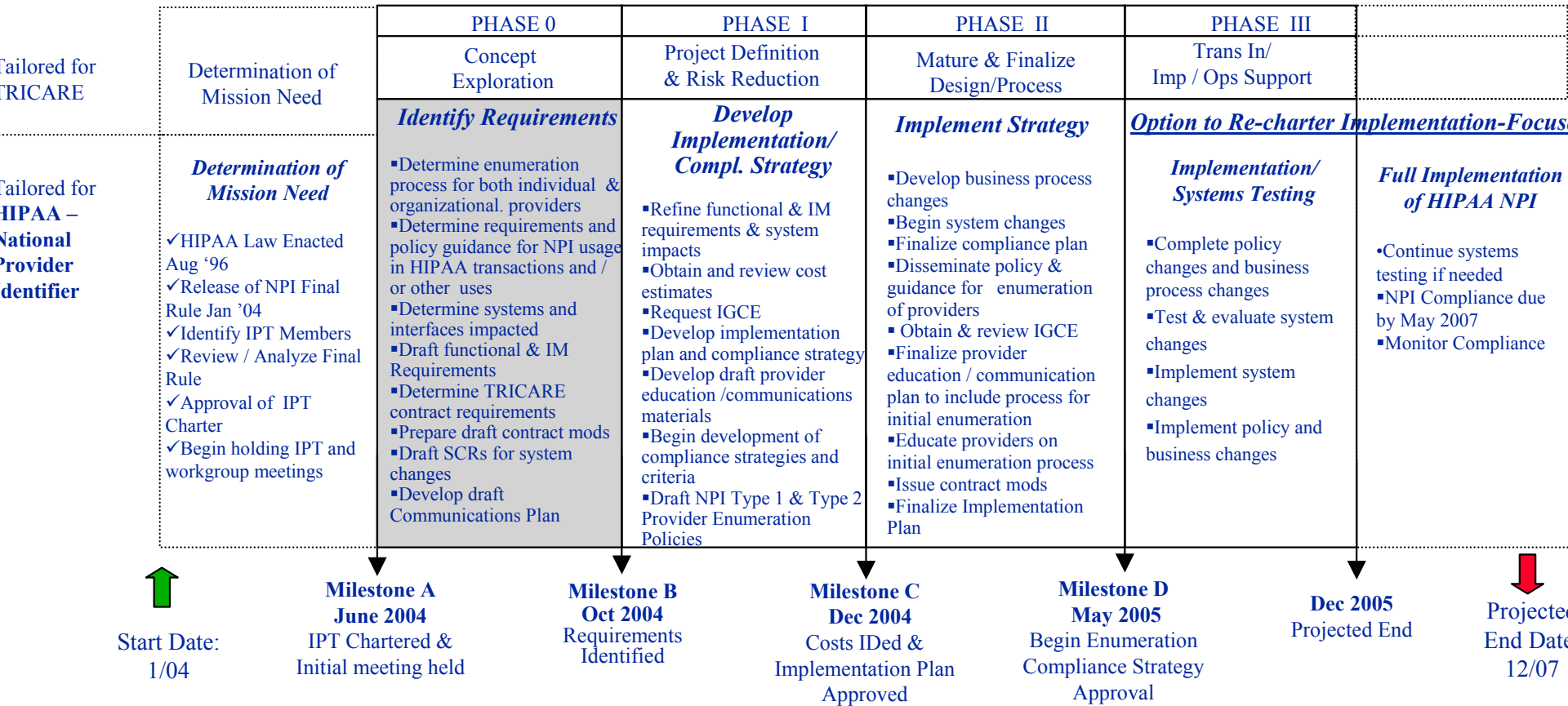
NPI IPT Next Steps

- ❑ Draft functional/systems requirements for use of the NPI, both Type 1 and Type 2
 - ❑ Target – September 30, 2004
- ❑ Develop system change requests and request for cost and schedule (based on functional/system requirements)
 - ❑ Target – October 15, 2004
- ❑ Draft Policy and UBO Guidance for enumeration of Type 2 (organizational) providers
 - ❑ Target – October 30, 2004
- ❑ Work with the National Uniform Claims Committee to get Provider Taxonomy definitions approved / published by January 2005

HIPAA Milestone Chart

National Provider Identifier IPT

(as of 08/23/04)



Decision Points:

Brief HSDSG on Individual Provider Enumeration Process – September 7 2004

Determine System Requirements. October 2004

Current Issues:

- Submit implementation / compliance questions to CMS
- Determine NPI usage for other than HIPAA standard transactions

Legend: ✓ Task Completed ● On Going ● Caution ● Progress Stopped ■ Current Phase

IPT Membership

Chief, Operational Architecture & HIPAA Electronic Standards

Office of the Surgeon General of the Army

Office of the Surgeon General of the Navy

Office of the Surgeon General of the Air Force

Office of the Chief Medical Officer/ Medical

Office of Chief Med Officer/Dental

Pharmacy Operations

Unified Biostatistics Utility Working Group / HPA&E

Director, Data Quality & Functional Proponency / HPA&E

Privacy Office, TMA

Contract Operations, OD

Uniform Business Office, RM

Communications and Customer Service

Office of General Counsel

Chair - Ms. Sherry McKenzie

LTC Elaine Flemming

Ms. Stazy Godlewski

Ms. Susan Brockman

CAPT Mark Paris

Lt Col Allen Edwards

LCDR Dave Hardy

CDR Tom Mihara

Mr. Rich Barnett

Mr. Sam Jenkins

Mr. Gene Ching

**Lt Col Jeanne Yoder /
Mr. TomSadauskas**

Ms. Marcia Bonifas

Mr. Paul Bley

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Air Force Reserves

Coast Guard

Information Manager, Manage the Business, IM

Information Manager, Provision of Care

Chief, Enrollment, Eligibility & TRICARE Programs

Defense Manpower Data Center

Executive Information and Decision Support

Resources Information Technology Program Office

Clinical Information Technology Program Office

Military Medical Support Office

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CDR Mary Jacobson

Lt Col Gilbert Pilkington

CAPT Iris Obrams

Lt Col Frank Ali / Ms. Ruth Rosen

CAPT Laurie Balagurchik

Ms. Sharon Morgenthall

Mr. Gary Yager

Lt Col Dan Davis

Lt Bernetta Lane

Ms. Carol Furlong

Ms. Pam Metallo

CDR David Walton